

Project Design Phase – 1 Problem Solution Fit

Date	10 th of October
Team ID	PNT2022TMID35555
Project Name	Inventory Management System for Retailers

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS <small>Who is your customer? i.e. working parents of 0-5 y.o. kids</small> <p>Retailers generally keep track of their merchandise from the time it is bought until it is sold.</p>	6. CUSTOMER CONSTRAINTS CC <small>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</small> <p>Openness to availability Network Restrictions Changing the cost of commodities Delays in delivery</p>	5. AVAILABLE SOLUTIONS AS <small>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</small> <p>usage of third-party inventory websites Management of log books in standard way Hiring employees and accountants to maintain stock</p>	Explore AS, differentiate	
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <small>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</small> <p>Avoid overstocking Challenges in stock management Poor demand forecasting</p>	9. PROBLEM ROOT CAUSE RC <small>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.</small> <p>Absence of real-time inventory control information</p>	7. BEHAVIOUR BE <small>What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer; calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</small> <p>Information is essential for the creation and improvement of the application.</p>		Focus on J&P, tap into BE, understand RC
	3. TRIGGERS TR <small>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</small> <p>Need separate knowledge for maintenance Maintaining large number of records by a single individual</p>	10. YOUR SOLUTION SL <small>If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.</small> <p>Development of an cloud application that "Tracks real-time inventory such as purchase details, sales information, and stock management" and "alters the user on less availability of Stock"</p>	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE <small>What kind of actions do customers take online? Extract online channels from #7</small> <p>All inventory details available</p>		
4. EMOTIONS: BEFORE / AFTER EM <small>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.</small> <p>Before - Worried, Frustrated, Lack of knowledge about stocks After - Happy, profitable, Flexible working</p>	8.2 OFFLINE <small>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</small> <p>SMS notifications for inventory</p>				

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